

Negotiation Teaching Materials

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Housing Now! - Overview

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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

*“Housing Now!”
Basic Negotiation*

Overview

This is a basic negotiation scenario focused on negotiating a housing development agreement between a nonprofit housing advocacy organization (Housing Now!) and a small suburban community (Veblen Village). Housing Now! is hoping to build affordable housing in Veblen Village and needs assistance and permission from Veblen. Students play the role of lawyers for the two parties and are provided with detailed information about their client’s interests and authority. The scenario is designed for use in one class period (less than two hours). *See* Instructor Notes & Background for more details.

Skills Addressed: Negotiation, Conflict Resolution

Target Audience: Law Students (2Ls and 3Ls)

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Source: Dispute Resolution Institute, Mitchell Hamline School of Law

NOTE: These simulation materials are available at no charge to instructors who wish to use the materials for teaching. To access the other related documents for this simulation, please contact [Jim Hilbert](mailto:Jim.Hilbert@mitchellhamline.edu). More information is available at open.mitchellhamline.edu/dri_teachingmaterials.